



SURVEY OF LEADING CONTRACTORS AND DESIGN FIRMS

For publication in Engineering News-Record

Please read the attached guidelines and definitions before filling out this survey form.

Survey of Leading Contractors and Design Firms

For Publication in Engineering News-Record

You have come to the right place to participate in the Engineering News-Record's annual survey of the industry's leading contractors and design firms. Results of this survey will appear in our rankings of **The Top 400 Contractors, The Top 500 Design Firms**, our **Top 100** lists of the largest construction managers and design-build firms, and in ENR's sourcebooks.

To ensure that your company is considered for these prestigious lists, enter your Company ID and Password below, then complete the survey form. If you have not participated in previous surveys but wish to do so, please obtain a Company ID and password by sending an e-mail to kellerj@bnpmedia.com.

The deadline for completing and submitting survey information is March 15, 2021. You may come back to this form and revise your information until that time. If you have questions about this survey, please contact:

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IMPORTANT: HOW SHOULD YOUR COMPANY’S NAME AND LOCATION BE LISTED ON ENR’S TOP LISTS AND DIRECTORIES?

Company name [_____]

Address [_____]

City, state, zip [_____]

Main E-Mail [_____] Home page [_____]

Main phone #[_____] Main fax # [_____]

1. In what year was your company founded? [_____]
2. Is your company’s revenue from construction contracting or design services (check one):
 - for calendar year 2020 (preferred)
 - for fiscal year ending (Month) [_____] (Year) [_____]

CONSTRUCTION - Top 400 Contractors

Fill out this section if your firm had any CONSTRUCTION contracting revenue in 2020.

Important—No Double Counting: Exclude ANY revenue from divisions or subsidiaries that will be allowed to participate on the Top 400 Contractors, Top 500 Design Firms, Top CM Firms or Top 600 Specialty Contractors under their own name.

DO NOT include the following in Question 3:

Design revenue if also reported in Question 5 covering Design Firms

CM-for-Fee revenue from Question 6(B) for Agency CM Ranking or Program Management fees from Question 6(C). But CM-at-Risk Revenue from Question 6(A) should be included with your Construction revenue in Question 3.

3. What was your firm’s gross revenue (**in \$ millions**) from general contracting in 2020?

A. Domestic	\$ []
B. International (see page 4 for countries in each region):		
(1) Canada	\$ []
(2) Latin America	\$ []
(3) Caribbean Islands	\$ []
(4) Europe	\$ []
(5) Middle East	\$ []
(6) Asia	\$ []
(7) Australia/Oceania	\$ []
(8) North Africa	\$ []
(9) Central and Southern Africa	\$ []
(10) Antarctic/Arctic	\$ []
TOTAL INTERNATIONAL	\$ []
C. TOTAL FOR RANKING PURPOSES (3A + 3B)	\$ []

D (1). How much of this contracting revenue reported in Question 3(C) comes from projects using design-build as the delivery system? (Report design revenue from design-build contracts in Question 5. **Important:** If you enter into a design-build contract and subcontract the design portion of the contract to third parties, report the total of the revenue from the design-build contract here. See Guidelines.)

Domestic	\$ []
International	\$ []
TOTAL	\$ []

D (2). How much of your design-build revenue reported in Question 3(D) comes from projects using Design-Build-Operate (DBO) or Design-Build-Operate-Maintain (DBOM) contracts.

Domestic	\$ []
International	\$ []
TOTAL	\$ []

E. How much of your 2020 domestic and international gross construction contracting revenue, including construction management contracts at-risk (Question 6A) was in the market categories below? This question must be answered by all firms with construction revenue. **IMPORTANT: YOUR ANSWERS IN EACH OF THESE MARKET CATEGORIES SHOULD SERVE AS A STARTING POINT FOR FILLING OUT THE MARKET SECTOR QUESTIONS ON THE ENR 2021 SOURCEBOOK SURVEY FORM, ENCLOSED WITH THIS SURVEY.**

	Domestic	International
	[From Quest.	[From Quest.
	3 (A)	3 (B)]

E (1) General building (commercial bldgs., offices, stores, education, residential, hospitals, etc.)	\$ []	\$ []
E (2) Industrial process (pulp and paper, steel, non-ferrous metal refineries, etc.)	\$ []	\$ []
E (3) Manufacturing (manufacturing production facilities such as auto assembly plants,				

electronic assembly, etc.)	\$ []	\$ []]
E (4) Water supply (dams, reservoirs, water transmission lines, aqueducts, etc.)	\$ []	\$ []]
E (5) Sewerage/solid waste disposal (sanitary/storm sewers, treatment plants, landfills, etc.)	\$ []	\$ []]
E (6) Transportation (airports, bridges, highways, roads, canals and locks, etc.)	\$ []	\$ []]
E (7) Hazardous waste (chemical, nuclear, asbestos, lead, etc.)	\$ []	\$ []]
E (8) Power (thermal, hydroelectric, waste-to-energy plants, wind, solar, transmission lines, etc.)	\$ []	\$ []]
E (9) Petroleum (refineries, natural gas, petrochemical, offshore, pipelines, etc.)	\$ []	\$ []]
E (10) Telecommunications (transmission lines, cabling, towers & antennae, data centers, etc)	\$ []	\$ []]
]			
E (11) Other (specify)	\$ []	\$ []]
TOTAL	\$ []	\$ []]

4. What is the value of new construction contracts **(in \$ millions)** awarded to your firm in 2020 (see guidelines)?

Domestic	\$ []
International	\$ []
TOTAL	\$ []

DESIGN-Top 500 Design Firms

Fill out this section if your firm received revenue from any design services in 2020.

Important—No Double Counting: Exclude ANY revenue from divisions or subsidiaries that will be allowed to participate on the Top 400, Top 500, Top CM Firms or Top 600 Specialty Contractors under their own name.

DO NOT include the following in Question 5:

- a. Revenue from program management contracts for services managing or coordinating multiple projects for a single owner. Report this program management revenue in 6(C).
- b. CM and project management work provided on a fee-only basis, which is covered in Question 6(B).
- c. Contracting revenue reported in Question 3 or the contracting portion of design-build contracts covered in Question 3(D).

5. What was your revenue for design services **(in \$ millions)** performed in 2020?

A. Domestic \$ []

B. International (see page 4 for countries in each region):

(1) Canada	\$ []
(2) Latin America	\$ []
(3) Caribbean Islands	\$ []
(4) Europe	\$ []
(5) Middle East	\$ []
(6) Asia	\$ []
(7) Australia/Oceania.....	\$ []
(8) North Africa	\$ []
(9) Central and Southern Africa	\$ []
(10) Antarctic/Arctic	\$ []
TOTAL INTERNATIONAL	\$ []

C. **TOTAL FOR RANKING PURPOSES (5A + 5B)** \$ []

D. What amount of your total design revenue was passed through directly to other design firms or subconsultants?

Domestic	\$ []
International	\$ []
TOTAL	\$ []

DESIGN PORTION OF DESIGN BUILD

E.(1) How much of your total design revenue in Question 5(C) comes from projects using design-build as the delivery system where your firm assumes part of the project risk? (Report any construction revenue from design-build contracts in Question 3(D))

Domestic	\$ []
International	\$ []
TOTAL	\$ []

ARCHITECTURAL REVENUE (FOR ARCHITECTURAL RECORD MAGAZINE RANKING)

E.(2) How much of your design revenue in Question 5(C) comes from architectural services (including passthroughs to other design firms)?

Domestic	\$ []
International	\$ []
TOTAL	\$ []

F. What type of design organization is your firm (check one)?

- | | | |
|--|--|--|
| <input type="checkbox"/> Architect | <input type="checkbox"/> Engineer-contractor | <input type="checkbox"/> Environmental |
| <input type="checkbox"/> Geotechnical engineer | <input type="checkbox"/> Consulting engineer | <input type="checkbox"/> Landscape architect |
| <input type="checkbox"/> Engineer-architect | <input type="checkbox"/> Architect-engineer | <input type="checkbox"/> Other (specify) [] |

G. What type of work does your staff do?

- | | | |
|--|---|--|
| <input type="checkbox"/> Architectural | <input type="checkbox"/> Mechanical | <input type="checkbox"/> Civil |
| <input type="checkbox"/> Construction management | <input type="checkbox"/> Structural | <input type="checkbox"/> Planning (type) [] |
| <input type="checkbox"/> Electrical | <input type="checkbox"/> Transportation | <input type="checkbox"/> Environmental |

H. How much of your 2020 design revenue from Question 5 (A) and 5(B) was derived from projects in the following categories? This question must be answered by all firms with design revenue. **IMPORTANT: YOUR ANSWERS IN EACH OF THESE MARKET CATEGORIES SHOULD SERVE AS A STARTING POINT FOR FILLING OUT THE MARKET SECTOR QUESTIONS ON THE ENR 2021 SOURCEBOOK SURVEY, WHICH IS ENCLOSED WITH THIS SURVEY FORM.**

Domestic International
[From Quest. 5 (A)] [From Quest. 5

(B)]			
H(1) General building (commercial bldgs., offices, stores, education, residential, hospitals, etc.)	\$ []	\$ []	
H(2) Industrial process (pulp and paper, steel, non-ferrous metal refineries, etc.)	\$ []	\$ []	
H(3) Manufacturing (manufacturing production facilities such as auto assembly plants, electronic assembly, etc.)	\$ []	\$ []	
H(4) Water supply (dams, reservoirs, water transmission lines, aqueducts, etc.)	\$ []	\$ []	
H(5) Sewerage/solid waste disposal (sanitary/storm sewers, treatment plants, landfills, etc.)	\$ []	\$ []	
H(6) Transportation (airports, bridges, highways, roads, canals and locks, etc.)	\$ []	\$ []	
H(7) Hazardous waste (chemical, nuclear, asbestos, lead, etc.)	\$ []	\$ []	
H(8) Power (thermal, hydroelectric, waste-to-energy plants, wind, solar, transmission lines, etc.)	\$ []	\$ []	
H(9) Petroleum (refineries, natural gas, petrochemical, offshore, pipelines, etc.)	\$ []	\$ []	
H(10) Telecommunications (transmission lines, cabling, towers & antennae, data centers, etc.)	\$ []	\$ []	
H(11) Other (specify)	\$ []	\$ []	
TOTAL	\$ []	\$ []	

CONSTRUCTION MANAGEMENT/PROGRAM MANAGEMENT

Fill out this section if your firm provided construction management and/or program management services in 2020 (see guidelines). Please note the distinction between construction management, which is directed to a single project, and program management, which involves conceptualizing, planning and supervising multiple projects for a single owner.

CONSTRUCTION MANAGEMENT AT-RISK

6. A. What revenue (in \$millions) did your firm receive from CM-at-risk projects in 2020 (i.e., CM work included in Quest. 3(C))?

Domestic	\$ []
International	\$ []
TOTAL	\$ []

CONSTRUCTION MANAGEMENT FOR FEE ONLY

6. B. (1) What was the constructed value of your firm’s projects (**in \$ millions**) in 2020 where you provided CM or project management services on a fee-only basis? [IMPORTANT: Exclude program management projects.]

Domestic	\$ []
International	\$ []
TOTAL	\$ []

6. B. (2) What were your gross fees (**in \$ millions**) in 2020 for CM, or project management services provided on a fee-only basis? [Exclude program management fees that belong in 6(C) below.] Please include only your fees for professional management services and NOT revenue or pass-throughs from design or construction of the project itself.

Domestic	\$ []
International	\$ []
TOTAL	\$ []

PROGRAM MANAGEMENT FEES

6. C. What were your gross fees (**in \$ millions**) in 2020 from program management contracts for services managing or coordinating multiple projects for a single owner? Please include only your fees for professional management services and NOT revenue or pass-throughs from the design or construction of the project itself.

Domestic	\$ []
International	\$ []
TOTAL	\$ []

INTERNATIONAL WORK

Fill out this section if your firm did any construction or design work outside of its home country in 2020.

7. In the following list of countries, check those in which your company had construction work under way in 2020 or in which your firm provided design and design-related services in 2020.

Country	Const.	Design	Country	Const.	Design	Country	Const.	Design
A. NORTH AMERICA			23. Panama	<input type="checkbox"/>	<input type="checkbox"/>	43. Azerbaijan	<input type="checkbox"/>	<input type="checkbox"/>
1. Canada	<input type="checkbox"/>	<input type="checkbox"/>	24. Paraguay	<input type="checkbox"/>	<input type="checkbox"/>	44. Belarus	<input type="checkbox"/>	<input type="checkbox"/>
B. LATIN AMERICA			25. Peru	<input type="checkbox"/>	<input type="checkbox"/>	45. Belgium	<input type="checkbox"/>	<input type="checkbox"/>
10. Argentina	<input type="checkbox"/>	<input type="checkbox"/>	26. Suriname	<input type="checkbox"/>	<input type="checkbox"/>	46. Bosnia & Herzegovina	<input type="checkbox"/>	<input type="checkbox"/>
11. Bolivia	<input type="checkbox"/>	<input type="checkbox"/>	27. Uruguay	<input type="checkbox"/>	<input type="checkbox"/>	47. Bulgaria	<input type="checkbox"/>	<input type="checkbox"/>
12. Brazil	<input type="checkbox"/>	<input type="checkbox"/>	28. Venezuela	<input type="checkbox"/>	<input type="checkbox"/>	48. Croatia	<input type="checkbox"/>	<input type="checkbox"/>
13. Chile	<input type="checkbox"/>	<input type="checkbox"/>	C. CARIBBEAN ISLANDS			49. Czech Rep.	<input type="checkbox"/>	<input type="checkbox"/>
14. Colombia	<input type="checkbox"/>	<input type="checkbox"/>	30. Cuba	<input type="checkbox"/>	<input type="checkbox"/>	50. Denmark	<input type="checkbox"/>	<input type="checkbox"/>
15. Costa Rica	<input type="checkbox"/>	<input type="checkbox"/>	31. Greater Antilles ¹	<input type="checkbox"/>	<input type="checkbox"/>	51. Estonia	<input type="checkbox"/>	<input type="checkbox"/>
16. Ecuador	<input type="checkbox"/>	<input type="checkbox"/>	32. Lesser Antilles ²	<input type="checkbox"/>	<input type="checkbox"/>	51. Finland	<input type="checkbox"/>	<input type="checkbox"/>
17. El Salvador	<input type="checkbox"/>	<input type="checkbox"/>	33. Puerto Rico	<input type="checkbox"/>	<input type="checkbox"/>	52. France	<input type="checkbox"/>	<input type="checkbox"/>
18. Guatemala	<input type="checkbox"/>	<input type="checkbox"/>	D. EUROPE			53. Georgia	<input type="checkbox"/>	<input type="checkbox"/>
19. Guyana	<input type="checkbox"/>	<input type="checkbox"/>	40. Albania	<input type="checkbox"/>	<input type="checkbox"/>	54. Germany	<input type="checkbox"/>	<input type="checkbox"/>
20. Honduras	<input type="checkbox"/>	<input type="checkbox"/>	41. Armenia	<input type="checkbox"/>	<input type="checkbox"/>	55. Greece	<input type="checkbox"/>	<input type="checkbox"/>
21. Mexico	<input type="checkbox"/>	<input type="checkbox"/>	42. Austria	<input type="checkbox"/>	<input type="checkbox"/>	56. Hungary	<input type="checkbox"/>	<input type="checkbox"/>
22. Nicaragua	<input type="checkbox"/>	<input type="checkbox"/>				57. Ireland	<input type="checkbox"/>	<input type="checkbox"/>
						58. Italy	<input type="checkbox"/>	<input type="checkbox"/>

59. Latvia
60. Lithuania
61. Moldova
62. Netherlands
63. North Macedonia
64. Norway
65. Poland
66. Portugal
67. Romania
68. Russia
69. Serbia
70. Slovakia
71. Slovenia
72. Spain
73. Sweden
74. Switzerland
75. Ukraine
76. United Kingdom
- E. MIDDLE EAST**
80. Afghanistan
81. Bahrain
82. Cyprus
83. Iran
84. Iraq
85. Israel
86. Jordan
87. Kuwait
88. Lebanon
89. Oman
90. Pakistan
91. Qatar
92. Saudi Arabia
93. Syria
94. Turkey
95. United Arab Emirates
96. Yemen

F. ASIA

100. Bangladesh
101. Brunei
102. Cambodia
103. China (P.R.C.)
104. Diego Garcia
105. Hong Kong (P.R.C.)
106. India
107. Indonesia
108. Japan
109. Kazakhstan
110. South Korea
- 110a. North Korea
111. Kyrgyzstan
112. Laos
113. Macau (P.R.C.)
114. Malaysia
115. Mongolia
116. Myanmar (Burma)

117. Nepal
118. Philippines
119. Singapore
120. Sri Lanka
121. Taiwan
122. Tajikistan
123. Thailand
124. Turkmenistan
125. Uzbekistan
126. Vietnam

F. AUSTRALIA/OCEANIA

130. Australia
131. New Zealand
132. Pacific Islands
133. Papua New Guinea

G. NORTH AFRICA

140. Algeria
141. Egypt
142. Ethiopia
143. Libya
144. Morocco
145. Niger
146. Somalia
147. Sudan
148. Sub Sahara³
149. Tunisia

H. CENTRAL AND SOUTHERN AFRICA

150. Angola
151. Benin
152. Botswana
153. Burkina Faso
154. Burundi
155. Cameroon
156. Cape Verde Islands
157. Congo Republic
158. Gabon
159. Gambia
160. Ghana
161. Guinea
162. Ivory Coast
163. Kenya
164. Lesotho
165. Liberia
166. Malawi
167. Mozambique
168. Nigeria
169. Rwanda
170. Senegal
171. Sierra Leone
172. South Africa
173. Swaziland

174. Tanzania
175. Uganda
176. D.R.Congo (Zaire)
177. Zambia
178. Zimbabwe

I. 180. ANTARCTIC/ARCTIC**FOOTNOTES**

(1) Includes The Dominican Republic, Haiti and Jamaica. (2) Includes The Bahamas, The Leeward and Windward Islands, Trinidad and Tobago and the Virgin Islands. (3) Includes Chad, Eritrea, Mali, Mauritania, Niger, Somalia and South Sudan.

Please double check:

- Totals should include domestic + international work unless specified otherwise.
- Do not include contracts for construction management on a fee-only basis (Question 6B) with either CM-at-risk (Question 6A) or gross revenue (Question 3C)
- Do not include design-related program management revenue (Question 5F) with your direct design revenue (Question 5A-C)
- Lines 3D + 6A should not exceed line 3C
- Lines 3C + 5C + 6B(2) + 6(C) should not exceed total company revenue reported in your corporate financial statement.

Who is your chief executive officer?

Name [] Title []

Who is your chief operating officer?

Name [] Title []

Who is your chief financial officer?

Name [] Title []

Who is your business development officer?

Name [] Title []

Who is your public relations officer?

Name [] Title []

Who is your human resources officer?

Name [] Title []

VERY IMPORTANT: Who should we contact for inquiries concerning this survey?

Name [] E-Mail address []

Title [] Telephone number []

Company [] Fax number []

Address []

City, state, zip []

Alternate Name [] Alternate E-Mail address []

Alternate Title [] Alternate Telephone number []

VERY IMPORTANT: PERSONAL PLEDGE OF ACCURACY

Independent verification of my firm's construction revenue and/or billings is not available in time for ENR's deadline. As a result, I personally attest to the accuracy of the numbers reported.

(Signed) _____
Chief executive officer

Date

REMINDER: THE DEADLINE FOR ONLINE SURVEY FILING IS MARCH 15, 2021